

QuickScreen Best Practices - Showroom

You have people walking through your doors all day long. Your sales process already includes taking a copy of the driver license before taking them on a test drive. Prescreening helps you identify your prime and subprime customers up front in the process, so you can work the right deal, right away.



We suggest you QuickScreen every customer before the test drive so you have a better idea of the financing options and monthly payment you can offer them. You may find out earlier in the process that the vehicle they would like is not one they may be able to get suitable financing because of their credit score and auto trade line history. Knowing this information up front can save your team time, improve closing ratios and maybe even hold deal gross at the end of the process. Not to mention your sales team can have a better discussion during the test drive so by the time you get back to the store, they are ready to move to the next stage in the sales process.

Suggested data to focus on:

- FICO score
- Interest rate
- Time remaining on their current loan or lease
- Auto inquiries in the past 30 days
- Available revolving credit
- Current monthly payments
- Late payments

QuickScreen Results			
Score: 807	Result: Applicant Found <small>Powered by TU: FICO Auto 04</small>		
Consumer Information			
Name: Clark Kent Address: 1234 Main Street Any Town, USA 12345		Email: clark.kent@700Credit.com Phone: (555) 867-5301	
Auto Summary			
Available Revolving Credit: \$145,943.00		Auto Inquiries last 30 days: 0	
Auto Trade Line 1			
Interest Rate: 3.5%	Original Amount: \$16,553.00	Original Terms: 36 Months	Late 24 months: 0
Percent Paid: 1%	Estimated Payoff: \$16,387.47	Remaining Terms: 0 Months	Joint: NO
Loan Type: Lease	Trade Status: Closed		Monthly Payment \$269.53
Auto Trade Line 2			
Interest Rate: 3.5%	Original Amount: \$21,490.00	Original Terms: 36 Months	Late 24 months: 0
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Sample Scenarios:

High Credit Score, 2 inquiries, 5 months remaining on auto loan:

Prescreen data includes:

- A credit score of 780
- 2 Auto inquiries in the past 30 days
- An open auto trade line with:
 - 5 months remaining
 - \$430 monthly payment
 - 5.9% interest rate

The customer is looking at a new vehicle, and because of their great credit score and history, you can tell them right up front that you can offer a new car, with a lower 1.9% rate and a lower monthly payment of \$365/month. With 2 auto inquiries in the past month, this person is shopping for a car and should not be let out of your showroom without a new set of keys in their pocket!

Low Credit Score, low revolving credit, 2 open trade lines:

Prescreen data includes:

- A credit score of 580
- 2 open trade lines showing nearly \$600/month in monthly car payment
- A very low available revolving credit

The customer is looking at a brand new \$35K vehicle, but given the information returned from the prescreen, best they would qualify for would be an 8% loan, making their payment roughly \$525 for a 72-month loan. So before they get their heart set on that vehicle, you suggest a CPO or other pre-owned vehicle that they are much more likely to afford.

For more information on our QuickScreen solution, please call **(866) 273-3848** or visit online at **www.700Credit.com**.



Credit, Compliance, PreScreen
& Consumer Pre-qualification Solutions